

Message Text

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ACTION EB-07

INFO OCT-01 AF-06 EUR-12 NEA-09 ISO-00 CAB-02 CIAE-00

COME-00 DODE-00 DOTE-00 INR-07 NSAE-00 FAA-00 L-02

SS-15 NSC-05 /066 W

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R 231609Z APR 75

FM AMEMBASSY MONROVIA

TO SECSTATE WASHDC 5394

INFO AMEMBASSY ABIDJAN

AMEMBASSY ACCRA

AMEMBASSY BAMAKO

AMEMBASSY BRUSSELS

AMEMBASSY DAKAR

AMEMBASSY LAGOS

AMCONSUL CASABLANCA

C O N F I D E N T I A L MONROVIA 2199

BRUSSELS AND LAGOS FOR FAA

CASABLANCA FOR RCAA

E.O. 11652: GDS

TAGS: EAIR, US, LI

SUBJECT: CIVAIR: MISUNDERSTANDING OVER BLOCK SEAT ARRANGEMENTS
CAUSING PAN AM PROBLEMS

REF: STATE 059803, MONROVIA 1295, STATE 036274, MONROVIA 0936

1. LOCAL PAN AM REP INFORMED EMBASSY APRIL 22 THAT AIRLINE ENCOUNTERING

SOME DIFFICULTY WITH GOL IN ARRANGING FOR ONE NEW PASSENGER AND ONE
NEW CARGO FREQUENCY SCHEDULED BEGIN MAY 1. PAN AM OPERATING PERMIT
ALLOWS AIRLINE PUT IN WHATEVER FREQUENCIES IT DESIRES MERELY UPON
NOTIFICATION OF SCHEDULE CHANGE TO APPROPRIATE GOL AGENCIES. HOWEVER,

MINISTER OF COMMERCE, INDUSTRY AND TRANSPORTATION WILLIAM E.

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DENNIS, JR. HAS ADVISED PAN AM THAT NEW FREQUENCIES HAVE NOT RPT NOT
BEEN APPROVED. PROBLEM IS THAT GOL WANTED PAN AM SIGN BLOCK SEAT

ARRANGEMENT WITH AIR LIBERIA (ORIGINAL TARGET DATE APRIL 1), AND USING EXTRA FREQUENCIES AS LEVER TO FORCE PAN AM ACCEPT GOL TERMS. SWISSAIR EMPLOYEE, WHO ON LOAN TO AIR LIBERIA AS MARKETING MANAGER, TOLD PAN AM REP TO SIGN BLOCK SEAT ARRANGEMENT OR THERE WOULD BE NO RPT NO NEW FREQUENCIES.

2. DURING SAME PERIOD, DIRECTOR OF CIVIL AVIATION LARTNER REMONSTRATED WITH PAN AM REP THAT PAN AM SHOULD HAVE DONE MORE FOR LIBERIA IN PAST. WHEN ASKED WHAT HE HAD IN MIND, HE SAID THAT PAN AM COULD HAVE GIVEN LIBERIA BLOCK SEAT ARRANGEMENT YEARS EARLIER, AND COULD HAVE OFFERED ASSIST AIR LIBERIA IN MANAGEMENT AND TECHNICAL FIELDS. PAN AM REP POINTED OUT THAT COMPANY HAD MADE UNSOLICITED OFFER TO GOL ON BOTH POINTS SEVERAL YEARS AGO (JUNE 1972), BUT RECEIVED NO REPLY. THIS LEFT LARTNER WITHOUT SPECIFICS, BUT DID NOT STILL HIS INSISTENCE THAT PAN AM SHOULD HAVE DONE MORE FOR LIBERIA. (FYI, THIS QTE WHAT HAVE YOU DONE FOR US LATELY UNQTE SYNDORME IS EMERGING INCREASINGLY OFTEN IN OUR OFFICIAL AND BUSINESS DEALINGS WITH LIBERIANS. END FYI.)

3. AS INDICATED EARLIER, PAN AM FAVORS BLOCK SEAT ARRANGEMENT WITH AIR LIBERIA AND HAS HELD DISCUSSIONS AIMED AT WORKING OUT PARTICULARS. AIR LIBERIA HAS SUGGESTED TWO FIRST CLASS AND FOUR ECONOMY SEATS ON ALL FLIGHTS TO U.S. PAN AM HAS INSISTED THAT BLOCK SEATS MUST BE BOTH TO AND FROM U.S., WHICH APPARENTLY POSES NO PROBLEM FOR AIR LIBERIA. PAN AM INSISTS THAT AIR LIBERIA, WHICH HAS GOL IMPOWED MONOPOLY ON GOVERNMENT AND FOREIGN CONCESSION AIR TRAVEL (SEE MONROVIA 2130 AND PREVIOUS), ALSO SHARE A PORTION OF RISK OF OPERATION. OTHERWISE, AIR LIBERIA BLOCK SEATS WOULD ALWAYS BE FULLY BOOKED WHILE PAN AM WOULD FLY ALL EMPTY SEATS (SEE MONROVIA 1295, PARA 9A). THESE PROBLEMS ALL CAN BE WORKED OUT OVER TIME, BUT AIR LIBERIA WOULD STILL HAVE TO SEEK USG APPROVAL AND FILE WITH CAB, A TIME-CONSUMING PROCEDURE WITH WHICH PAN AM WILLING ASSIST.

4. FORTUNATELY FOR PAN AM, AIR LIBERIA PRESIDENT CHARLES CLEMENS (HUGHES AIRWEST EMPLOYEE) AWARE THAT BLOCK SEAT ARRANGEMENT ON FLIGHTS TO AND FROM U.S. REQUIRE USG APPROVAL
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AND FILING WITH CAB (402 PERMIT). HE KNOWS THAT PROCEDURES TIME-CONSUMING, AND HAS SET MORE REALISTIC PERSONAL TARGET DATE OF NOVEMBER FOR FINAL AGREEMENT. CLEMENS HAS ASSURED PAN AM REP THAT THERE SHOULD BE NO PROBLEM OVER PAN AM FREQUENCIES BECAUSE OF PENDING BLOCK SEAT NEGOTIATIONS. PAN AM REP NOW HOPES OBTAIN QTE APPROVAL UNQTE OF NEW FREQUENCIES BY MINITER DENNIS WITHIN NEXT FEW DAYS, HOPEFULLY BEFORE APRIL 26-28 VISIT PAN AM V.P. FOR INTERNATIONAL AFFAIRS FLANIGAN.
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